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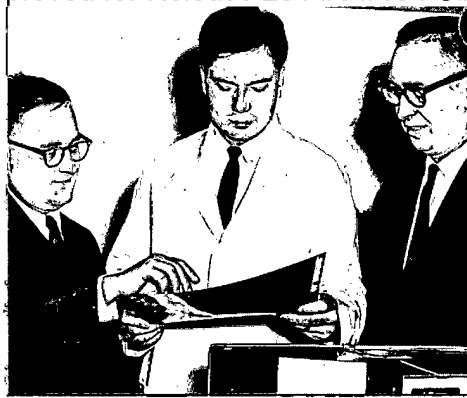
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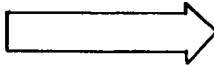
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KALVAR CORPORATION



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WASHINGTON

... Kalvar opens office

VOL. 1

NOVEMBER, 1963

NO. 3



Moran Greets Bill Suchors

Suchors Named V-P for Marketing

Appointment of William J. Suchors, formerly vice-president of Remington Rand, New York, as vice-president of Kalvar Corporation in charge of marketing has been announced by Alfred J. Moran, president of Kalvar.

Suchors has come to New Orleans from his home at Mt. Kisco, New York, to take over marketing activities of Kalvar's wide range of products. These include microfilm, motion picture film, masking film used in the graphic arts, x-ray film copies, identification photo files, land title records, catalogues and similar services, and film used in data processing and information retrieval systems by business, government and the military.

Moran said, "Mr. Suchors is an executive of broad experience and of national stature in the business equipment field. He joins an experienced team of film and management specialists who have come to New Orleans from top posts in national business organizations to help guide our divisions and provide the special knowledge needed by this young but growing corporation in its drive for a major position in the world film market."

KALVAR HEAD ANNOUNCES EXPANDED SALES PROGRAM

"First research, then production, and now marketing—these successive phases of our development today place Kalvar in a position to achieve the objectives we have long struggled for."

This statement by Alfred J. Moran, President of Kalvar Corporation, followed the announcement of a worldwide strengthening of Kalvar's marketing program, including a series of key appointments.

"Our production plant has now been completely staffed and checked; our quality controls are the most modern, and we are now going to put them to work as we forge ahead to achieve a major position in the world film market."

* * *

A list of top appointments, announced by Glen G. Magnuson, Executive Vice President, was headed by William J. Suchors, formerly vice-president of Remington Rand, as vice-president of Kalvar Corporation for marketing.

Suchors earlier was Director of Engineering and Product Planning of the Univac Division of Sperry Rand Corporation. He also served as General Sales Manager of UARCO, Inc., business forms manufacturer of Chicago, and spent 10 years with IBM in various executive sales and product planning assignments.

Suchors succeeds William Carney, whose retirement as vice-president for sales became effective in October. Magnuson said Carney will continue to serve in a consultant capacity for Kalvar.

Magnuson also announced these appointments and developments:

HARRY B. DAVIS, formerly national sales manager for professional and industrial products of Ansco, division of General Aniline and Film

Corp., has been named Kalvar's Western regional sales manager, with headquarters at Kalvar's Western Division in Campbell, California.

WASHINGTON, D. C.—An area office has been opened in Arlington, Virginia, under the direction of J. Howard Chamblin, who has been Kalvar's Washington representative since 1956. He is being assisted by a Technical Engineer, Peter Claverie. The office provides a customer display area and service functions.

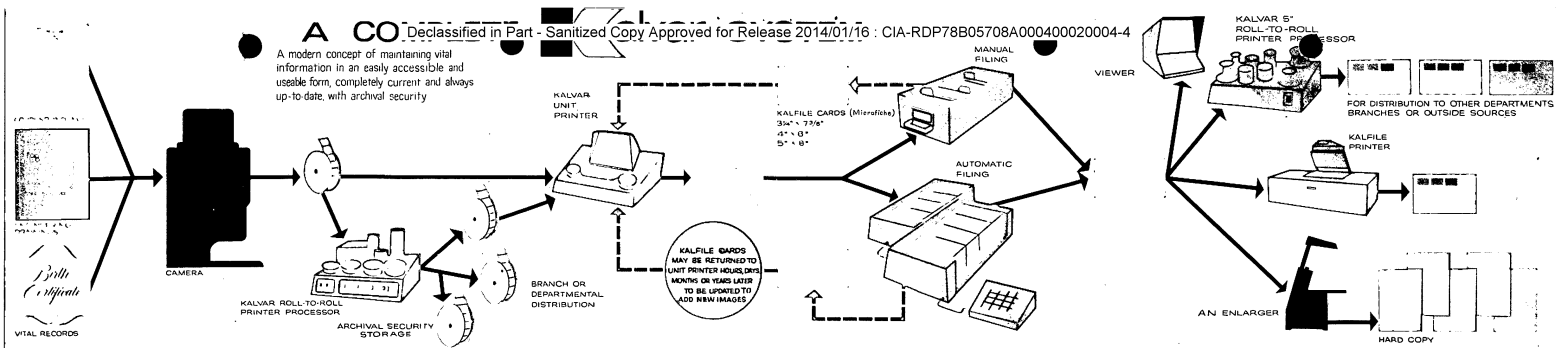
KAL/GRAPHIC, INC., a Kalvar subsidiary serving the graphic arts field, has opened offices at the New Orleans plant with customer display and a service laboratory. Peter Walmsley, President, announced the appointment of Richard C. Gearhart as Sales Manager. Gearhart was formerly vice-president for national sales, Cousino Electronics Corp., Toledo, Ohio.

METRO-KALVAR, INC.—Noel R. Bacon, former Commanding Officer of the Naval Photographic Center in Washington, D. C., was elected Vice President of Metro-Kalvar and has opened offices in New York City in order better to serve the television and motion picture industry.

MICRODEALERS, INC., have achieved a major expansion, from 14 members to 40, and are conducting a campaign to put at least one Roll-to-Roll Kalvar printer in every member's film laboratory.

"Throughout the Kalvar Organization," said Magnuson, "we are exerting every effort to obtain maximum sales through dealers and direct contact. We will, of course, also make our implemented staff strength available to all our Partners in Progress in helping them achieve maximum results from their Kalvar-based programs."

A modern concept of maintaining vital information in an easily accessible and useable form, completely current and always up-to-date, with archival security



Kalvar's Flexibility for Data Storage and Information Retrieval

The above thematic picture describes a complete system that is attracting much interest from major insurance companies, land title groups, hospitals, and many other businesses. The system is unique in that it can only be accomplished with Kalvar film. This system uses modern concepts of micro image information storage and retrieval in a manner completely compatible with long established and understandable filing systems. It uses the old idea of a manila folder in an alphabetical, or numerical, or subject file drawer, but in an entirely new format.

Briefly, here is the system—

Any piece of printed information which needs to be filed and referred to, is photographed and reduced to 16mm microfilm. (Additional copies of this film can be made for archival security or other distribution.) The information has been photographed onto the roll of film at random—as correspondence, documents, or records.

The roll is now placed in a Kalvar Unit Printer, each frame can be viewed, and then transposed by subject onto a small sheet of Kalvar, 4" x 6", or 5" x 8". The sheet of Kalvar has now taken the place of the conventional manila folder (as many as 60 documents can be placed on a 4" x 6" sheet of film).

This card can then be placed either in a conventional manual file drawer (with tremendous saving of space) or it can be handled in an automatic retrieving system. As additional documents or records concerning the same subject are received, the Kalfile card is taken from the file and returned to the Printer and additional documents printed on the same card—hours, days, weeks, or even years later.

This can only be done with Kalvar

and is the reason that the system is attracting such interest from such groups as major insurance companies who wish to maintain one file on each policy, and to be able to add additional information concerning that policy at any time, which might extend over many years. It is also applicable with land title companies who wish to maintain one file on an individual piece of property and yet always keep it up to date with added information concerning mortgages and bills of sale; also for hospital and clinical records, where it is desirable to maintain one single file on a particular patient.

There are two unique characteristics of Kalvar that prevent this system from being accomplished with other photographic films:

1. One or more images can be selectively exposed and developed onto a Kalfile card without destroying the sensitivity of the card. This is because of the dry processing and the fact that it is not necessary to submerge the film into chemicals or liquids in order to develop or fix it.
2. Kalvar possesses an extremely long shelf life. We have experience of over 5 years. However, every indication is that the film properly handled, will retain its sensitivity without limit. (This is in contrast to other photographic films which clearly state "This film must be used before a certain date.") The active Kalfile card in the file may be used in many ways.

All of the equipment depicted in the above thematic is either available or is now under an accelerated program of prototype development. No technical break-throughs are necessary. Kalvar Corporation anticipates that all of the equipment necessary for this system will be in completely demonstrable prototype form by mid-1964.

Kalvar Exhibits Here and Abroad

The scope of the effort made by Kalvar Corporation and its partners to exhibit the film and methods for using it is indicated by the following schedule of activities in 1963:

Institute of Electrical and Electronic Engineers show, New York Coliseum, March 25-28:
Litton Industries introduced direct printing to Kalvar film from a cathode ray tube.

Photokina, Cologne, March 1963:
L. Weinberger, Zurich, Switzerland, Kalvar's European distributor, exhibited various Kalvar equipment and films. Paul Gibert, Technical Sales Representative for Kalvar in New Orleans, attended this exhibit.

National Microfilm Association, San Francisco, April 30-May 3:
Kalvar, in conjunction with Microdealers, exhibited a line of Kalvar equipment and applications.

IBM exhibited their Micro Copier:
Federal Manufacturing and Engineering exhibited their Model K-40 Printer Processor.

Caps, Ltd. exhibited their Enlarger and Printer Processor.

IBM-Kalvar demonstration, New Orleans, July 25:
Almost 200 New Orleans business leaders, including Kalvar stockholders, attended this showing of equipment using Kalvar aperture card.

WESCON Show, San Francisco, August 20-23, Cow Palace, San Francisco:
Litton Industries demonstrated direct printing to Kalvar film from a cathode ray tube.

Canadian Electronics Conference, Toronto, September 30-October 2, 1963:
Litton Industries demonstrated di-

rect printing to Kalvar film from cathode ray tube.

Watland, Inc., Chicago, October 2, 3, 4, Chicago:
Special showing of Caps equipment; Watland has been appointed a Caps dealer.

Microdealers Annual Meeting, Denver, Colorado, October 10:
Glen Magnuson, Harry Davis and J. Howard Chamblin attended.

American Land Title Association Show, San Francisco, Fairmont Hotel, October 13-15:
Magnuson, Davis and Chamblin attended. A Kalvar data storage system was displayed in schematic chart.

Congress on Reprography, Cologne, October 14-19:
Caps, Ltd. exhibited equipment.

M. G. Anderson, Director of Quality Control for Kalvar in New Orleans, presented a technical paper.

Society of Motion Picture and Television Engineers, Boston, Somerset Hotel, Oct. 13:
Noel Bacon presented paper on Metro-Kalvar motion picture and television film.

Aeronautic and Space Society Exhibition, Montreal, October 21-23:
Caps, Ltd. exhibited equipment.

Litton Industries demonstrated direct printing to Kalvar film from cathode ray tube.

North American Radiology Convention, Chicago, November 17-22:
Copy Research Corporation exhibited the Kalcon Film Duplicator and the Kalvaray Unit.

Visual Communications Congress, Cleveland, Ohio, December 8-10, Cleveland Auditorium:
Kalvar and Microdealers scheduled to show various Kalvar products.

Kalvar is a New Orleans based film manufacturing firm with a plant here and an Engineering Division at Campbell, California. It produces a unique heat developable film which by-passes chemical processes and darkroom development.

Chicago Police Use Kalvar Microfilm

CHICAGO—The Chicago police department is using Kalvar film in a test project involving high-speed efforts to make photo identification of criminals while impressions still remain fresh in the victims' minds.

Rolls of 16mm Kalvar microfilm containing 3000 "mug shots" of known criminals grouped by their crime specialties and physical characteristics are rushed to the scene of the crime and shown to victims on a portable viewer.

The project is under the supervision of Lt. Arthur E. Schoen, commanding officer of the identification section.

The volume of arrests and identification work is extensive. Chicago averages 65,000 arrests a year, and the master rolls of negative film must be updated every three months, which means remaking the entire roll. "We dupe seven positives from this negative," said Lt. Schoen, "and one dupe print of each roll is sent to our six police areas. In typical crimes, like loan company stick-ups, muggings or shootings, a detective selects the indicated film rolls from his first information and rushes to the loan office or to the hospital and turns through the rolls. By moving in fast with this portable equipment we increase the chances of making a fast, accurate identification, and a quick arrest."

This use of film is a well established method in Chicago. Experience has

shown, Lt. Schoen said, that it subjects the film to great stress, with resulting wear and film breaks.

"The increasing use of film rolls of identification photos, it is believed, will lead to rapid interchange of similar information not only within the same city but also within many cities throughout the United States."

Kal/Graphic Names Gearhart

President Peter Walsley has announced major staff additions at Kal/Graphic, Inc., headed by Richard G. Gearhart as sales-manager. Other new staffers are Volker Seifert, physicist son of the late Dr. Werner Seifert, and Leroy Bourque, laboratory technician. (In photo on Page 1 are Walsley, left, Seifert, and Gearhart). Projects underway include further development work on masking film and a shortcut process for offset printing plates.



WASHINGTON, D. C., OFFICE (see photo, page 1) has been opened. It is headed by J. Howard "Chick" Chamblin, who has been the company's Washington representative since 1956.

Chick Chamblin is a retired Naval Officer who was active in the planning and filming of many Task Force 58 operations which became a part of U.S. photographic history.

In announcing the new office, at a recent meeting of Microdealers in Denver, Executive Vice-President Glen G. Magnuson said "Chick is now established in a full-fledged office at 4620 Lee Highway, Arlington, Virginia, and is assisted by a technical engineer for service work, Peter Claverie, and with secretarial help. He is available on call for the eastern territory for anyone who needs him."

New Equipment Boosts Film Quality Control

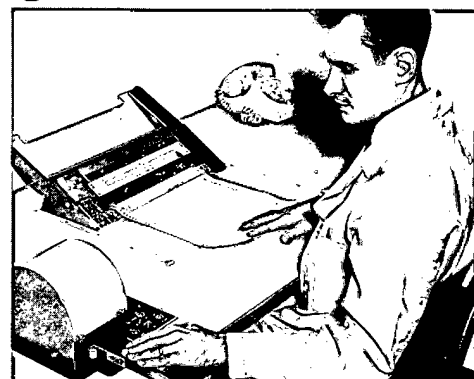
Kalvar Corporation's unsurpassed standards of quality control have been reinforced by the introduction of an automatic film examining machine which detects minute flaws with a speed and accuracy beyond the range of human observation.

The machine is the development of Raymond Lavender, an engineer of Afton, New York, who spent a year perfecting it.

The device scans the surface of a moving roll of film with a beam of light which constitutes part of an electrical circuit through the photocell principle. Whenever the beam is interrupted by a flaw in the film or by a surface particle, a circuit is broken and a brake automatically stops the moving film. The flaw is centered in an opening which is watched by the operator.

Another automatic machine, recently phased into the quality control program, is the Quantascan Automatic Densitometer. It measures samples taken from a roll of Kalvar film and automatically plots the curves which enable the operator to determine the speed and density of this roll of film.

Kalvar's entire manufacturing process is carried out in clean room stand-



On the left, operated by Miss Pat Schulz, is Kalvar's new automatic film examining machine which detects flaws of extremely small size. A light beam trips a brake when any defect blocks the light. At right, operated by Rodney Bourgeois, is a machine which measures film density electronically. Test strips are fed into the scanner, at left, and the resulting curve is plotted automatically.

ards based on an extremely efficient air-filtering system. Harold C. Harsh, vice-president, operations, says "A successful photographic film plant must be maintained cleaner than a hospital."

Air first passes through a filter assembly which removes particles down to a very small size, and then passes through a final filter which removes particles less than 1 micron in diameter. The particles in cigarette smoke are about 5 microns; the width of a human hair is about 40 microns.

Metro-Kalvar Film Shown in Boston



Noel R. Bacon (left), newly named vice-president of Metro-Kalvar, Inc., showed a 5-minute Kalvar "release print" at an October meeting of the Society of Motion Picture and Television Engineers in Boston.

Bacon projected a 16mm sound film. "This print," he said, "was made last week on a 'breadboard' developmental printer-processor at the MGM Laboratories in Culver City, California." The film was printed and processed at the rate of 30 feet per minute, he said.

"Metro-Kalvar's advantages are applicable in the duplication, the reproduction and the release printing service," Bacon said. "The ease with which this new film is handled is revolutionary."

With Bacon was R. B. Lindemyer, his assistant at the Metro-Kalvar, Inc., office which he recently opened in New York City.

STATUS REPORT ON KALVAR PROGRAMS

COMPANY	NAME OF PROJECT	STATUS
Information Retrieval Corporation	CRIS	Now being marketed by Remington Rand
Caps, Ltd.	Micro-Film Enlarger Micro-Film Printer Processor	Dealers established in Europe, Canada, Australia, and the U.S.
Government Supply	U.S. Navy	Requested sealed bids for over 3,000,000 Kalvar aperture cards.
	Social Security	Has made first production run on new D.I. film. Regular usage continues.
	IRS	Program delayed by delivery of computer equipment. Expected to start about February 1st.
Microdealers	Sales	Have increased dealers from 14 to 40.
Federal Manufacturing & Engineering	Roll to Roll Printer Processor	Final group of original 50 units delivered this month.
Thompson Ramo-Wooldridge	DODDAC	Final acceptance tests
Aeronutronic (Div. of Ford Motor Co.)	ARTOC	Final Acceptance tests
Copy Research Corporation	Kalvaray	Exhibiting at North American Radiology Convention, Chicago, November 17-22.
Litton Industries	Cathode Ray Tube Recording	Demonstrated at exhibits in San Francisco, Toronto, Montreal. First unit sold to major company in space field.
International Business Machines (IBM)	Walnut System Micro-Copier for Aperture Card	Initial system now in use. Full-scale marketing program underway.
International Telephone & Telegraph Corporation	465-L (Strategic Air Command)	First units delivered to customer and first film ordered for November—December delivery.
Kalvar Western Engineering Division	Universal Printer Processor Unit Printer Kalfile Printer Kalvar Developer	Final prototype being tested. Developmental prototype under preliminary testing. 25 Units completed. First production units delivered.

KALVAR CORPORATION

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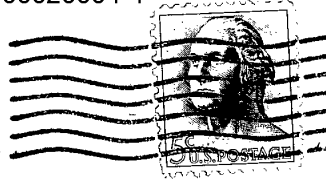
- Decisions to pursue, or not to pursue, specific programs of research or development—whether within the Company or with other firms or individuals—are essentially day-to-day management and Board responsibilities, to be discharged in the best interests of the Company and all its Shareholders.

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